

Business Outreach Committee (BOC) Contracting Newsletter #14, October 2011

The goal of the BOC is to assist small disadvantaged and local firms in doing business with Bay Area Transportation Agencies.

The BOC invites you to its: "Meet The Primes" Construction Event for Small and Disadvantaged Businesses to Network with Prime Contractors on November 3, 2011, from 4 pm to 7 pm at the Milpitas Library Community Room, Located at 160 N. Main Street, Milpitas, CA 95035.

At the event you'll have the opportunity to:

- LEARN about upcoming trucking and supplier and construction subcontracting opportunities
- NETWORK and market your firm to local prime contractors
- MEET staff from regional resource organizations
- LEARN about Certification & Programs to help you get on contracts

To view the event flyer and register online, visit <http://www.mtc.ca.gov/jobs/events/11-3-11.pdf>

Caltrans District 4, Special Guests from Regional Public Agencies and Fellow Calmentor Members invite you to a Networking Extravaganza! Build upon your mentor-protégé relationships, meet a new potential teaming partner, and get in the know about upcoming contracting opportunities.

The Event will be held on Thursday, October 27, 2011
at Vo's Restaurant, located at 59 Grand Avenue, Oakland, CA 94612.
Complimentary Hors D'oeuvres Provided/No-Host Beverages

For more information and to register for the event please visit: http://www.dot.ca.gov/dist4/calmentor/Oct_27_event.html

UPCOMING CONTRACTING OPPORTUNITIES:

ACTC		UDBE Goal:	Issue Date*:	Est. \$:
City of Alameda Webster Street Project		TBD	11/11	TBD
Transit Oriented Development Technical Assistance Program		TBD	12/11	TBD
I-580 Sound Wall Project		TBD	1/12	TBD
I-580 WB High Occupancy Toll Project		TBD	2/12	TBD
BART		UDBE Goal:	Issue Date*:	Est. \$:
Consulting Services For The Legislative Advocacy Program		TBD	12/11	TBD
Translation and Language Interpretation Services		TBD	12/11	TBD
West Oakland Station Floor Elevation Change		TBD	12/11	TBD
Fire Alarm Renovation Phase 1, M-Line		TBD	10/11	TBD
Fence Modifications at 1009 East 36th Avenue		TBD	10/11	TBD
DELTA BREEZE		DBE Goal:	Issue Date*:	Est. \$:
Rio Vista Delta Breeze Transit Operations and Maintenance		1.5%	12/1/11	500K
Rio Vista Municipal Airport GIS Survey		N/A	11/1/11	80K
GGHBTD		UDBE Goal:	Issue Date*:	Est. \$:
Novato Bus Facility Security: Fencing, Gates & Cameras		N/A	11/11	500K
SAMTRANS		UDBE Goal:	Issue Date*:	Est. \$:
<u>On-Call Railroad Business And Operations Support Services</u>		TBD	TBD	TBD
<u>On-Call Railroad Vehicle Support Services</u>		TBD	TBD	TBD
<u>South Base Bus Wash System</u>		TBD	TBD	TBD
<u>Operate Making The Last Mile Connection Car Share Project</u>		TBD	TBD	TBD
<u>Underground Storage Tank Inspection/</u>		TBD	TBD	TBD
<u>Testing/Maintenance/Repair/Emergency Services</u>		TBD	TBD	TBD
<u>Insurance Broker Services</u>		TBD	TBD	TBD
SFMTA		SBE** Goal:	Issue Date*:	Est. \$:
Central Control & Communication-Interim OCC Furnishing & Sys		TBD	11/11	3M
Central Control & Communications-Integrated Sys Replacement		TBD	11/11	16M
Bayview Opera House, Phase II		TBD	1/12	1.1M
3rd St. Light Rail Phase 2 - Central Subway Union		TBD	1/12	189.1M
Square/Market Station Construction				
VTA		Type of Goal:	Issue Date*:	Est. \$:
CCTV at Evelyn, Winchester, Other Stations		TBD	12/11	500-750K
Vasona Gate Crossing Modification		TBD	12/11	150-250K
Alum Rock Fish Passage Project		13%	12/21/11	1-2M
Parking Lot Power Sweeping Services, 5 Years, 32 Locations		TBD	11/11	200-300K
Mission/Warren/Truck Rail		TBD	2/12	50-70M
SVBX Campus, Roadways and Parking Facilities Design		TBD	12/11	3.5-5.5M

*All Dates subject to change. Check agency websites for more information. ** Contact SFMTA for SBE Information.

WHERE TO FIND CONTRACTING OPPORTUNITIES:

ACTC: http://www.alamedactc.com/app_pages/view/15
AC TRANSIT: <http://www.actransit.org/purchasing/>
BART: <http://www.bart.gov/about/business/contracts.asp>
CCCTA: <http://www.cccta.org/>
DELTA BREEZE: <http://www.rivistacity.com/whats-new>
GGHBTD: <http://www.goldengate.org/contracts/>
MTC: <http://www.mtc.ca.gov/jobs/>

SAMTRANS: <http://procurement.samtrans.com>
SFMTA: <http://www.sfgov.org/index.asp?page=359>
TJPA: <http://transbaycenter.org/tipa/doing-business-with-the-tjpa>
VTA: <http://www.vta.org/procurement/solicitations/>
WETA: http://www.watertransit.org/contract_opp.aspx
WESTCAT: <http://www.westcat.org>



Women's Initiative for Self Employment provides high-potential, low-income women with the training, funding and ongoing support to start their own businesses and become financially self sufficient. The women who go through our program significantly increase their income and assets while launching businesses, creating jobs and stimulating the local economy.

For more information please visit: <http://www.womensinitiative.org/index.htm>

TIPS FOR RESPONDING TO PUBLIC AGENCY PROCUREMENTS

Public Agencies issue several types of procurements, and each has specific requirements for respondents. Listed below are key things that potential bidders should always look for when reviewing procurements:

Type of Procurement

Determine what type of procurement you are looking at; this will let you know how the responses will be evaluated. If it's an Invitation for Bid (IFB) or Solicitation of Quotation (SOQ), the contract will be awarded to the lowest responsive bidder. If the procurement is a Request for Proposal (RFP), Request for Qualifications (RFQ), or Solicitation of Proposal (SOP), then several factors will be used to determine the best overall proposal.

Proposal / Bid Due Date

When is the proposal/bid due? It is critical to take note of the proposal/bid due date, as they are absolute. If the agency does not receive your proposal/bid by the date and time listed, it will not be eligible for consideration. This is very important, because even if your proposal/bid is 1 minute late, it will be rejected.

Minimum Qualifications

Review the procurement to determine if Minimum Qualifications (MQs) are listed. If they are, you need to determine if your firm meets these qualifications. If your firm does not meet the MQ's, your proposal/bid will not be considered responsive. Note: Companies that don't meet the MQ's are NOT precluded from performing as subcontractors.

Agency Contact/Project Manager

Call the Agency Contact/Project Manager with questions. The Agency Contact/Project Manager is your resource to find out: Who are the prime contractors bidding on this project? Are there any subcontracting opportunities? The Agency Contact/Project Manager can provide addenda (if applicable), Excel or Word forms (if available), and answer any other question(s) you may have about the procurement.

Form of Proposal and Evaluation Criteria

Form of Proposal: This section identifies the order in which to present information that your company must provide for its proposal to be deemed responsive. Be careful when reviewing this section. Always double-check your proposal to be sure you've submitted all the required items. If you forget to submit required information, you run the risk of your proposal being deemed nonresponsive. Evaluation Criteria: This section identifies how your proposal will be evaluated.

Scope of Work

This section describes the type of service or equipment for which the agency is seeking to issue a contract. Review this section thoroughly. If your firm is awarded the contract, you will be required to provide the services/equipment as listed in this section.

Insurance/Bonding Requirements

This section will inform you of the required insurance and bonds your company must submit in order to have your bid/proposal considered responsive.

THINGS A PROPOSER SHOULD DO BEFORE SUBMITTING A PROPOSAL

1. Ask questions.
2. Attend the bidders' conference (if applicable).
3. If your firm doesn't meet the MQ's, find out what prime contractors are on the bid list, and contact them about possible subcontracting work.

AGENCY CONTACTS

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